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Message Text

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13
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66610
DRAFTED BY: F:GWILLIAMS:DKL
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LA/I:TMANSBACH
EB/IFD/OIA:DSTEBBING
ARA/CAR:JRBURKE
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R 242231Z OCT 74
FM SECSTATE WASHDC
TO AMEMBASSY PORT AU PRINCE
INFO AMEMBASSY SANTO DOMINGO

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SANTO DOMINGO FOR FOUCHS

E.O. 11652: N/A
TAGS: EINV
SUBJ: AGRIBUSINESS MISSION

1. THE US AGRIBUSINESS COUNCIL, A NON-PROFIT GROUP OF US FIRMS ORGANIZED TO OPEN UP OPPORTUNITIES IN LDC'S FOR THE APPLICATION OF US AGRIBUSINESS TECHNOLOGY, PRIMARILY VIA JOINT VENTURES, HAS BEEN EXPLORING POSSIBILITIES IN HAITI. AS A RESULT OF SEVERAL ADVANCE TRIPS THEY HAVE BEEN REQUESTED BY THE GOH TO FIELD AN INVESTMENT MISSION, AND THE RECONNAISSANCE PHASE IS SCHEDULED FOR FIRST TWO WEEKS IN NOVEMBER. PRINCIPAL GOH OFFICIAL RES-PONSIBLE IS BROS OF CONADEP. COUNCIL REPS TAN AND GRASBERG HAVE CONFERRED WITH RASMUSSEN OF USAID.

2. WHILE THE COUNCIL HAS TAKEN THE LEAD, OPIC, UNDER AGREEMENT PROVIDING FOR THE ORGANIZATION AND IMPLEMENTATION OF SUCH INVEST-MENT DEVELOPMENT ACTIVITIES, IS A PARTICIPANT. OPIC HOPES THAT THIS KIND OF ACTIVITY CAN INCREASE THE NUMBER OF PROJECTS WHICH CAN BE IMPLEMENTED BASED ON THE APPLICATION OF US PRIVATE SECTOR
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TECHNOLOGY. TOGETHER THEY HAVE UNDERTAKEN SIMILAR EFFORTS IN

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OTHER COUNTRIES, BUT IN TERMS OF ADEQUACY OF INFRASTRUCTURE TO SUPPORT PRIVATE INVESTMENT AND EXTENT OF THE OPPORTUNITIES, HAITI OFFERS A MOST DIFFICULT SITUATION.

3. THE OBJECTIVE OF THIS COUNCIL-OPIC AGRIBUSINESS PROGRAM IN HAITI IS TO INTRODUCE SEVERAL US FIRMS TO SEVERAL SPECIFIC INVESTMENT OPPORTUNITIES. COUNCIL HAS SCREENED THE PROJECTS FOR REALISTIC POTENTIAL AND THE FIRMS FOR COMPETENCE AND REAL INVESTMENT INTEREST. IF FIRMS FAIL TO FIND WHAT THEY WANT, THE COUNCIL EXPECTS THEM TO HELP IDENTIFY OTHER FIRMS FOR WHOM THE PROJECTS, IF TRULY POTENTIALLY VIABLE BUSINESS OPPORTUNITIES, MAY BE BETTER SUITED. THERE IS SOME THOUGHT THAT THE PROJECTS MAY BE INTERRELATED TO SOME EXTENT, THEREBY PERMITTING AN INVESTMENT COMMITMENT ON ONE TO JUSTIFY COMMITMENT BY OTHER FIRMS ON OTHER PROJECTS. SOME PROJECTS MAY DEPEND ON CONTINUED INFRASTRUCTURE DEVELOPMENT, FOR INSTANCE ROADS OR IRRIGATION.

4. THREE TYPES OF PROJECTS ARE BEING LOOKED INTO NOW: CATTLE, ESSENTIAL OILS AND FRESH PRODUCE. THE FIRMS INVOLVED ARE PROCHEMCO, FIRMENICH, A. DUDA & SONS AND TRANSFRESH. EXECUTIVES AND TECHNICAL PERSONNEL FROM EACH WILL PARTICIPATE BEGINNING NOVEMBER 3 IN FIELD TRIPS AND GOH BRIEFINGS.

5. OPIC EXPECTS TO JOIN THE COUNCIL, THE PARTICIPATING FIRMS AND THE GOH IN THE COSTS OF THIS INITIAL MISSION UNDER ARRANGEMENTS ALREADY MADE WITH THE COUNCIL, AND OPIC, IN PRINCIPLE, IS PRPEARED TO PARTICIPATE IN THE COSTS OF COMPANY FOLLOW-ON FEASIBILITY STUDIES AND VIA POLITICAL RISK INSURANCE AND FINANCING IN THE PROJECTS WHICH MAY EMERGE.

6. GRAHAM WILLIAMS, RESPONSIBLE FOR THIS KIND OF ACTIVITY WITH THE COUNCIL SHOULD REPRESENT OPIC DURING THIS MISSION AND EXPECTS TO ARRIVE HAITI NOVEMBER 6 FOR SEVEN DAYS SUBJECT EMBASSY CLEARANCE. REQUEST REPLY ASAP. IF NECESSARY, WILLIAMS MAY BE CALLED COLLECT AT 202-632-8544. INGERSOLL

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